

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 351st
MEETING OF THE BOARD OF COMMISSIONERS June 30, 2011**

A meeting of the Board of Commissioners of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on June 30, 2011 at 3:00 pm at the Rhode Island Convention Center, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Chairman, David Duffy, Commissioners, Paul MacDonald, Jeff Hirsh, Dale Venturini, Patrick Butler, Bill Daugherty, Letitia Carter and Bernie Buonanno.

Mr. Gavitt, Mr. Fowler and Mr. Nee were unable to attend.

Also present were James P. McCarvill, Executive Director, Betty Sullivan, Ken Mancuso and Kim Keough, Rhode Island Convention Center Authority; Tim Muldoon, Deb Tuton and Kathy Masino, Convention Center; Larry Lepore, Cheryl Cohen and Bob Cappalli, Dunkin' Donuts Center; Steve Habi and Doreen Vitale, VMA; Kristen McGrath and Martha Sheridan, PWCVB; Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.

Mr. Duffy called the meeting to order at 3:00 PM and stated that this would be his final meeting as Chairman. He said that he has loved serving on the Board and noted the great things that have been accomplished during his tenure. Chairman Duffy acknowledged the

fact that the new administration has the right and duty to appoint new members noting that the last administration had appointed him. Discussions ensued regarding the meeting that will take place on July 1st to elect a new chairman. Mr. Daugherty expressed his displeasure on the timing of the July meeting stating that he would not be available. A poll of the Commissioners indicated that with the exception of Mr. Daugherty and Mr. Gavitt all would be in attendance.

Mr. Duffy asked for a motion to approve the minutes of the May meeting. Upon a motion duly made by Ms. Venturini and seconded by Mr. Daugherty it was unanimously

VOTED: to approve the minutes of the April meeting.

Mr. Duffy asked Mr. McCarvill to present the financial information. Mr. McCarvill reported that the VETS had a fine month of May and finished the month \$10,540 to budget. Year to date net income variance was \$82,832 to budget and \$98,638 to the prior year. Mr. McCarvill reported an increase of over 12,000 patrons for the year and is a great accomplishment for Steve Habl. Mr. McCarvill reported the Convention Center net income for May was \$136,616 to budget and \$206,938 to the prior year. Mr. McCarvill reported that the Convention Center year to date net income was (\$131,008) to budget and (\$191,572) to the prior year. Mr. McCarvill reported that the positive variance for the month was due to the addition of strong performing

events such as IEEE, Dunkin' Donuts Managers and Keds. Mr. McCarvill stated that the Convention Center's unfavorable year to date net income variance continues to be the result of lower than expected event revenue in November and March. Mr. McCarvill reported that the Dunkin' Donuts Center net income variance for the month of May was \$62,468 to budget and \$38,604 to the prior year. Mr. McCarvill said that savings in indirect expenses for operational labor, supplies and utilities resulted in the positive variance. Year to date net income was (\$780,600) to budget and (\$649,612) to the prior year. Year to date loss is due primarily to the lack of touring events, low attendance and the non occurrence of anticipated shows. Mr. McCarvill reported that the Authority net income for May was \$43,411 to budget and (\$16,747) to the prior year. For the year, net income for the Authority was \$339,915 to budget and (\$1,527,069) to last year. Mr. McCarvill stated that consolidated net income for the month of May was \$253,036 to budget and \$187,154 to the prior year. Year to date consolidated net income was (\$488,861) to budget and (\$2,267,206) to the prior year. Mr. Duffy said that he was confident that both the Convention Center and the VETS will make budget by the end of the year. Mr. Lepore reminded the Commissioners that this year is being compared to last year which was a record year. Mr. Duffy said that for the times we should be very proud of our accomplishments.

CONVENTION CENTER COMMITTEE

Mr. Duffy asked Mr. Muldoon to address the Board. Mr. Muldoon reported that May was one of the best Mays that the Convention Center has had in a long time. He said that the Roger Williams Ball and the Dunkin' Donuts Managers Meeting were very successful. Mr. Muldoon said that parking revenue is up and if Hasbro moves downtown there is an opportunity for more parkers. Mr. Muldoon stated that we can offer Hasbro 250 spaces. Mr. Duffy noted that the Authority has had discussions regarding the Fogarty Building with the Procaccianti's to increase available parking. Mr. Duffy said that with 38 Studios and Hasbo our parking business should grow.

Mr. Duffy reported that his 50th college reunion was a huge success thanks to Kathy Masino and her staff. Mr. Muldoon said that at Mr. Duffy's and Mr. Hirsh's suggestion the Convention Center had hired a sous chef. Mr. Hirsh commented on the high standards for food quality at the Convention Center. Ms. Carter asked how much outside catering was done by the Convention Center. Mr. Muldoon responded that Kathy and her team do a little but mostly for our existing clients. Mr. Daugherty inquired where the IEEE lead had come from. Ms. Sheridan said that Gail Rubinstein of the PWCVB was responsible for getting the IEEE lead and that National Grid was instrumental in the success of the event.

Mr. Muldoon stated that Cal Restoration continues work on the exterior of the building. Mr. Muldoon reported that the ballroom air walls have been replaced.

DUNKIN' DONUTS CENTER

Mr. Lepore reported that although this has not been a great year we should see a great start for the next fiscal year. He noted that there will be a Black & Gold hockey game that the P. Bruins booked prior to the Boston Bruins winning the Stanley Cup. Mr. Lepore said that the Boston Celtics will also be playing a game at the Dunk. Mr. Lepore reported that American Idol is a sold out show and Cirque de Soleil is selling better than it did last year. Asked about Katy Perry and Britney Spears, Mr. Lepore said that the Dunk does not have enough capacity for Katy Perry and that Britney Spears concerts are not doing well elsewhere. Discussions ensued about How to Train Your Dragon. Mr. Lepore reported that the details of the contract are still being worked out.

Mr. Lepore stated that the staff had done a great job in negotiating a deal with Feld Entertainment. He said that Cheryl Cohen and Bob Cappalli were successful in restructuring a rental agreement that is more favorable to the Dunk.

Mr. MacDonald noted that positive comments have been made to him regarding the upkeep of the building. He congratulated Mr. Lepore and the staff.

Mr. Lepore said that this has been a very difficult year but he has high

expectations for the next fiscal year.

MARKETING

Ms. Venturini asked that the contract with the PWCVB be approved for another two year term. She noted that the Marketing Committee recommended approval. Ms. Venturini stated that the CVB's Marketing Plan which is part of the contract with RICCA will be presented to the CVB Board in August. Upon a motion duly made by Mr. Hirsh and seconded by Mr. Butler it was unanimously

VOTED: to approval the contract with the PWCVB contingent on acceptance of their Marketing Plan by the CVB Board

VETS

Steve Habl reported a very busy month of May. He noted the rebranding of the theater which now will be known as the VETS. Mr. Habl stated that construction is moving forward. Mr. Duffy asked if there have been any problems with the contractor. Mr. Habl said that they have found their direction and are working every day.

Ms. Carter reported that the Diversity Festival was very important to the VETS. She stated that we received a great deal of publicity and that each act attracted friends and family members. Ms. Carter asked Mr. Habl the status of the Nutcracker. Mr. Habl stated that the

performance would be at PPAC again this year. Mr. McCarvill noted that the set does not fit in the VETS. Discussion ensued regarding the set and it was questioned if the VETS should build the set for the ballet to use. Ms. Carter suggested that someone speak with the ballet people. Ms. Carter announced that the VMAF is holding a retreat at her home in August and that anyone that wishes to attend is welcome.

PWCVB

Ms. Sheridan reported that room revenue is up for the month. Mr. Duffy asked if Ms. Sheridan could update the Board on the status of the Biltmore. Ms. Sheridan stated that the Biltmore continues to pay their bills and that they have retained their staff. She said that a receiver is in and that a buyer is being sought.

Ms. Sheridan reported that for the first time, there is a billboard on Rt. 95 promoting Restaurant Weeks. She encouraged everyone to safely take a look at it.

Ms. Venturini announced that Ms. Sheridan is in training to compete in the Rock n Roll Marathon taking place in the City in August.

Mr. Buonanno asked if there was any chance that the Bay Colony Dog Show would change their name to reflect that it is now being held in Providence. Ms. Sheridan said that the subject has been brought up

but the show is well known by the name Bay Colony. Mr. McCarvill said perhaps it could be Southern New England Bay Colony Dog Show.

Ms. Venturini stated that Marketing Plans from our stakeholders will be presented at the August Marketing Committee meeting.

Mr. Duffy stated that the State Budget that was passed did not include any sales tax changes that will have any impact on the Complex. Mr. Buonanno asked if that meant that all ticket taxes are gone. Ms. Venturini said yes, they are gone except for tours.

Noting that this was his last meeting, Mr. Duffy thanked everyone for a great eight years. He said that the makeup of the Board will be changing and that he was disappointed that Jason Fowler was not reappointed. He said that he had a wonderful eight years on this uniquely civil, non partisan and hard working Board. Mr. Duffy said that the Board has a lot going for them. Mr. Duffy thanked the Authority staff saying that Jim McCarvill is the best public employee that he has ever met. He also had accolades for Donald Nadeau, Betty Sullivan, Ken Mancuso, Kim Keough and Eileen Smith.

Mr. MacDonald said that he had served with every Chairman since the establishment of the Board and that Mr. Duffy, during his eight years has always conducted himself with the utmost professionalism and grace. Mr. MacDonald thanked Mr. Duffy saying that he was one of

the best the Board has ever had. All other Commissioners agreed and wished the Chairman well.

Mr. Duffy asked if there was any new business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Mr. Nee and seconded by Mr. Daugherty it was unanimously

VOTED: to adjourn at 4:30 p.m.